

**Updated on: Thursday, August 08, 2013**

**-International (refereed) journals**

1. Lelieveld, G. J. , Van Dijk, E., Van Beest, I., & Van Kleef, G. A. (in press). Does communicating disappointment in negotiations help or hurt? Solving an apparent inconsistency in the social-functional approach to emotions. *Journal of Personality and Social Psychology*
2. Van Beest, I., & Scheepers, D. (2013) Challenge and threat responses to anger in communication in coalition formation. *Journal of Economic Psychology*, 38, 50-57. <http://dx.doi.org/10.1016/j.joep.2012.10.005>
3. Çelik, P., Lammers, J., Van Beest, I., Bekker, M.H.J., & Vonk, R. (2013). Not all rejections are alike; Competence and warmth as a fundamental distinction in social rejection. *Journal of Experimental Social Psychology*, 49, 635-642.
4. Çelik, P., Van Beest, I., Lammers, J., & Bekker, M.H.J. (2013). Implicit threat vigilance among violent offenders diagnosed with antisocial personality disorder: the impact of ostracism and control threat. *International Journal of Developmental Science*, 7, 47-55. DOI: 10.3233/DEV-1312116
5. Lelieveld, G. J., Van Dijk, E., Güroğlu, B., Van Beest, I., Van Kleef, G. A., Rombouts, S. A. R. B., & Crone, E. A., (2013) Behavioral and neural reactions to emotions of others in the distribution of resources. *Social Neuroscience*, 8, 52-62. DOI:10.1080/17470919.2012.735621
6. Lelieveld, G. J., Gunther Moor, B., Crone, E. A., Karremans, J. C., & Van Beest, I. (2013). A penny for your pain? The financial compensation of social pain after social exclusion. *Social Psychological and Personality Science*, 4, 206-214. DOI: 10.1177/1948550612446661
7. Van Beest, I., Carter-Sowell, A., Van Dijk, E., & Williams, K. D. (2012). Groups being ostracized by groups: Is the pain shared, is recovery quicker, and are groups more likely to be aggressive? *Group Dynamics: Theory, Research, and Practice*, 16, 241-254, DOI: 10.10137/a0030104
8. De Waal-Andrews, W., & Van Beest, I., (2012). When you don't quite get what you want: psychological and interpersonal consequences of claiming inclusion. *Personality and Social Psychology Bulletin*, 38, 1367- 1377.
9. Harinck, F., Van Beest, I., Van Dijk, E., & Van Zeeland, M.. (2012). Measurement-induced focusing and the magnitude of loss aversion. *Judgment and Decision Making*, 7, 462-471
10. Lelieveld, G, Van Dijk, E., Van Beest, I., & Van Kleef., G. (2012). Why anger and disappointment affect bargaining behavior differently: The moderating role of power and the mediating role of reciprocal and complementary emotions. *Personality and Social Psychology Bulletin*, 38(9), 1209-1221, DOI:10.1177/0146467212446938
11. Lelieveld, M.C., Van Beest, I., & Van Dijk, E. (2012). Punishing and compensating Others at Your Own Expense: The Role of Empathic Concern on Reactions to Distributive Injustice. *European Journal of Social Psychology*, 42, 135-140, DOI: 10.1002/ejsp.872
12. De Kwaadsteniet, E., Homan, A. C., Van Dijk, E., & Van Beest, I., (2012). The social psychology of tacit coordination: social category information as a cue for coordination succes. *Group Processes and Intergroup Relations*, 15(2), 257-271, DOI: 10.1177/1368430211410235
13. Lelieveld, G, Van Dijk, E., Van Beest, I., Steinel, W., & Van Kleef., G. (2011). Disappointed in you, angry about your offer: distinct negative emotions induce concessions via different mechanisms. *Journal of Experimental Social Psychology*, 47, 635-641.

14. Van Beest, I., & Williams, K. D. (2011) "Why Hast Thou Forsaken Me?" The Effect of Thinking About Being Ostracized by God on Well-being and Prosocial Behavior. *Social Psychological and Personality Science*, 2, 379-386. DOI: 10.1177/194855060393312
15. Van Beest, I, Steinel, W., & J.K. Murnighan (2011) Honesty Pays: On the Benefits of Having and Disclosing Information in Coalition Bargaining. *Journal of Experimental Social Psychology*, 47, 738-747.
16. Koning, L., Steinel, W., Van Beest, I., & Van Dijk, E. (2011). Power and deception in bargaining: An instrumental account of deception. *Organizational Behavior and Human Decision Processes*, 115, 35-42.
17. Van Beest, I., Van Dijk, E., & Williams, K. D. (2011). Cyberbomb: Effects of being ostracized from a death game. *Group Processes and Intergroup Relations*, 14, 581-596. DOI: 10.1177/1368430210389084
18. Colzato, L.S., Van Beest, I., Wildenberg, W.P.M. Scorolli, C., Dorchin, S, Meiran, N., Borghi, A. M., & Hommel, B. (2010). God: Do I have your attention? *Cognition*. 117, 87-94
19. Koning, L., Van Dijk, E., Van Beest, I., & Steinel, W. (2010). An instrumental account of deception and reaction to deceit in bargaining. *Business Ethics Quarterly*, 20, 57-73.
20. Van Dijk, E., Leliveld, E. & Van Beest, I. (2010). If it walks like fairness, and quacks like fairness, it sometimes is fairness: Instrumental and true fairness in bargaining. *Netherlands Journal of Psychology*, 65, 155-162.
21. Leliveld, M.C., Van Beest, I., Van Dijk, E., & Tenbrunsel, A.E. (2009). Understanding the influence of outcome valence in bargaining: A study on fairness accessibility, norms, and behavior. *Journal of Experimental Social Psychology*, 45, 505-514.
22. Van Prooijen J. W., De Cremer, D., Van Lange, P.A.M., Van Beest, I., & Stahl, T. (2008). The egocentric nature of procedural justice: Social value orientations as moderator of reactions to decision making procedures. *Journal of Experimental Social Psychology*, 44, 1303-1315.
23. Van Beest, I., & Van Kleef, G., & Van Dijk, E. (2008). Get Angry, Get Out: The Interpersonal Effects of Anger Communication in Multiparty Negotiation. *Journal of Experimental Social Psychology*, 44(4), 993-1002. DOI:10.1016/j.jesp.2008.02.008
24. Leliveld, M. C., Van Dijk, E., & Van Beest, I. (2008). Initial ownership in bargaining: Introducing the giving, splitting, and taking ultimatum bargaining game. *Personality and Social Psychology Bulletin*, 34, 1214-1225.
25. Van Dijk, E., Van Kleef, G. A., Steinel, W., & Van Beest, I. (2008). Emotions in bargaining: When communicating anger pays and when it backfires. *Journal of Personality and Social Psychology*, 94, 600-614
26. Van Beest, I., Andeweg, R., Koning, L., & Van Lange, P. A. M. (2008). Do groups exclude others more readily than individuals in coalition formation? *Group Processes and Intergroup Relations*, 11, 69-81.
27. Van Kleef, G. A., Van Dijk, E., Steinel, W., Harinck, F., & Van Beest, I. (2008). Anger in social conflict: Cross-situational comparisons and suggestions for the future. *Group Decision and Negotiation*, 17, 13-30.
28. Rietveld, S., Van Beest, I., & Kamphuis J. H. (2007). Stress-induced muscle effort as a cause of repetitive strain injury. *Ergonomics*, 50, 2049-2058.
29. Harinck, F., Van Dijk, E., Van Beest, I. & Mersmann, P. (2007). When gains loom larger than losses: Loss aversion and small amounts of money. *Psychological Science*, 18, 1099-1105.
30. Van Beest, I., Van Dijk, E. (2007). Self-interest and fairness in coalition formation: A social

- utility approach to understanding partner selection and payoff allocations in groups. *European Review of Social Psychology*, 18, 132-174.
31. Swaab, R., Postmes, T., Van Beest, I., & Spears, R. (2007). Perceived shared cognition as a product of, and precursor to, shared identity in negotiations. *Personality and Social Psychology Bulletin*, 33, 187-199.
  32. Rietveld, S., & Van Beest, I. (2006) Rollercoaster asthma: When positive emotional stress interferes with dyspnea perception. *Behaviour Research and Therapy*, 45, 997-987. *Awarded the 2010 Ig-Nobel prize for Medicine.*
  33. Van Beest, I., & Williams, K. D. (2006). When inclusion costs and ostracism pays, ostracism still hurts. *Journal of Personality and Social Psychology*, 91, 918-928.
  34. Van Prooijen, J. W., Karremans, J. & Van Beest, I. (2006). Procedural justice and the hedonic principle: How approach motivation influences the psychology of voice. *Journal of Personality and Social Psychology*, 91, 686-697.
  35. Van Beest, I., Van Dijk, E., De Dreu, C. K. W. & Wilke, H. A. M. (2005). Do-no-harm in coalition formation: Why losses inhibit exclusion and promote fairness cognitions. *Journal of Experimental Social Psychology*, 41, 609-617.
  36. Rietveld, S., Van Beest, I., & Prins, J. M. (2005). The relationship between specific anxiety syndromes and somatic symptoms in adolescents with asthma and other chronic diseases. *Journal of Asthma*, 42, 725-730.
  37. Rietveld, S., Spiering, M., Rotteveel, M., & Van Beest, I. (2004). Visual Performance of adults with pre-lingual auditory impairment, *American Annals of the Deaf*, 149, 421-427.
  38. Van Beest, I., Van Dijk, E., & Wilke, H. (2004a). Resources and alternatives in coalition formation: the effects on payoff, self-serving behavior, and bargaining length. *European Journal of Social Psychology*, 34, 713-728.
  39. Van Beest, I., Van Dijk, E., & Wilke, H. (2004b). The interplay of self-interest and equity in coalition formation. *European Journal of Social Psychology*, 34, 547-565.
  40. Van Beest, I., Van Dijk, E., & Wilke, H. (2003). The excluded player in coalition formation. *Personality and Social Psychology Bulletin*, 29, 237-247. *Honorable mention best paper of 2003 by International Association of Conflict Management*
  41. Rietveld, S., Mulder, B.J.M., Van Beest, I., Lubbers, W., Prins, P.J.M., Bennebroek-Evers, F., Vos, A., Castelen, G., & Zaad, T., (2002). Negative thoughts in adults with congenital heart disease. *International Journal of Cardiology*, 86, 19-26.
  42. Rietveld, S., Prins, P., & Van Beest, I. (2002). Negative thoughts in children with symptoms of anxiety and depression. *Journal of Psychopathology and Behavioral Assessment*, 24, 107-113.
  43. Rietveld, S., Van Beest, I., & Everaerd, W. (2000). Psychological confounds in medical research: the example of excessive cough in asthma. *Behaviour Research and Therapy*, 38, 791-800.
  44. Rietveld, S., Everaerd, W., & Van Beest, I. (2000). Excessive breathlessness through emotional imagery in asthma. *Behaviour Research and Therapy*, 38, 1005-1014.
  45. Rietveld, S., Everaerd, W., & Van Beest, I. (1999). Can biased symptom perception explain false-alarm choking sensations? *Psychological Medicine*, 29, 121-126.
  46. Rietveld, S., Van Beest, I., & Everaerd, W. (1999). Stress-induced breathlessness in asthma. *Psychological Medicine*, 29, 1359-1366.
  47. Rietveld, S., Kolk, A. M. M., Prins, P. J. M., & Van Beest, I. (1997). The influence of external stimulation on airflow detection by children with and without asthma. *Psychology and Health*, 12, 553-563.

**-International (refereed) books, or contributions to books**

1. Van Beest, I., (2011). A neglected alternative? Psychological approaches to coalition formation. In R. Andeweg & L. de Winter (Red.), *Puzzles of Government Formation* (pp. 24-43). London: Routledge
2. Van Beest, I., & Murnighan, K. (2012). Coalition. In D. J. Teece, & M. Augier (Eds.). *The palgrave encyclopedia of strategic management*, in press
3. Van Dijk, E., & Van Beest, I. (2009). Coalitions. In J. M. Levine, & M. A. Hogg (Eds.), *Encyclopedia of Group Processes and Intergroup Relations* (pp. 91-93). Thousand Oaks, CA: Sage Publications.
4. Van Beest, I. (2001). Self-interest and fairness in coalition formation. *Dissertation*, KLI-dissertatie reeks, 2001-8.

**- National (refereed) books, or contributions to books**

1. Van Beest, I. (2011). Drie is meer dan twee: Waarom het sluiten van een coalitie niet eenvoudig is. *Gedrag en Organistatie*, 24, 183-201.
2. Van Beest, I., (2010). Drie is meer dan twee. *Oratie*. PrismaPrint, Universiteit van Tilburg, ISBN: 978-94-61670-04-05
3. Nauta, R., van de Donk, W., & Van Beest, I. (2010). Ik en wij. In *Wie ben ik?* Tilburg: Zwijssen.
4. Leliveld, G., Van Dijk., E., Van Beest, I., Steinel., W., & Van Kleef, G., (2010). Wanneer teleurstelling beter werkt in onderhandelingen dan boosheid: De interpersoonlijke effecten van boosheid en teleurstelling in onderhandelingen. In J. W. Van Prooijen, B. Derks, M. Stel, M. Vlieg, & R. J. Renes (Ed.), *Jaarboek Social Psychologie 2009*. Groningen: ASPO Pers.
5. Koning, L., Van Dijk., Van Beest, I., & Steinel, W. (2010). Sociale waarde en doelgericht liegen. In J. W. Van Prooijen, B. Derks, M. Stel, M. Vlieg, & R. J. Renes (Ed.), *Jaarboek Social Psychologie 2009*. Groningen: ASPO Pers.
6. Koning, L., Steinel, W., Van Beest, I., & Van Dijk, E. (2009). Macht en misleiding: Leidt absolute macht tot absolute eerlijkheid? In R. Custers, B. Beersma, H. van den Berg, S. Harinck, & M. van Zomeren (Eds.), *Jaarboek Sociale Psychologie (7th edition)*.
7. Leliveld, M.C., Van Dijk, E. & Van Beest, I. (2009). Altruïstisch Straffen vs. Altruïstisch Compenseren: Hoe Mensen Reageren op Onrechtvaardigheid. In R. Custers, B. Beersma, H. van den Berg, S. Harinck, & M. van Zomeren (Eds.), *Jaarboek Sociale Psychologie (7th edition)*.
8. Koning, L., Steinel, W., Van Beest, I., & Van Dijk, E., (2007). Afhankelijkheid en misleiding in ultimatum onderhandelingen. In Van Laar, C., Ruiters, R., Karremans, J., Rijswijk, W., & Harreveld, F. (Eds.). *Jaarboek Sociale Psychologie 2006* (pp. 225-232). Groningen, The Netherlands: ASPO Pers.
9. Zeeland, M. Harinck, F., Van Dijk, E., & Van Beest, I. (2007). De relatie tussen focus en verlies aversie. In Vanlaar, C., Ruiters, R., Karremans, J., Rijswijk, W., & Harreveld, F. (Eds.). *Jaarboek Sociale Psychologie 2006*. (pp. 577-586). Groningen, The Netherlands: ASPO Pers.
10. Leliveld, M.C., Van Beest, I., & Van Dijk, E. (2007). Eigenbelang en eerlijkheid bij ultimatum onderhandelen over positieve en negatieve uitkomsten. In C. Van Laar, R. Ruiters, J. Karremans, W. Van Rijswijk, & F. Van Harreveld (Eds.), *Jaarboek Sociale Psychologie 2006* (Vol.6, pp. 273-280). Groningen, the Netherlands: ASPO Pers.
11. Leliveld, M.C., Van Dijk, E., & Van Beest, I. (2006). De rol van aanvankelijk bezit in

- ultimatum onderhandelen. In R. W. Holland, J. Ouwerkerk, C. Vanlaar, R. Ruiters, & J. Ham (Red.), *Jaarboek Sociale Psychologie 2005* (pp. 301-310). Groningen: ASPO Pers.
12. Van Beest, I., Van de Velde, N., & Van Dijk, E. (2004). Is iemand negeren vermoeiend of eigenlijk met name vervelend? In D. Wigboldus, M. Dechesne, E. Gordijn, & E. Kluwer (Red.), *Jaarboek Sociale Psychologie 2003* (pp. 21-28). Groningen: ASPO Pers.
  13. Swaab, R., Postmes, T., Van Beest, I., Neijens, P. (2003). Gedeelde cognitie tijdens onderhandelen: de herkenning van gemeenschappelijkheid. In E. Van Dijk, E. Kluwer, & D. Wigboldus (Red.), *Jaarboek Sociale Psychologie 2002* (pp. 297-304): Delft: Eburon.
  14. Van Beest, I., Van Dijk, E., & Wilke, H.A.M. (2001). Winst en verlies in coalitievorming. In D.A. Stapel, E. Van Dijk, & M. Hagendoorn (Red.), *Jaarboek Sociale Psychologie 2001* (pp. 238-244): Delft: Eburon
  15. Van Beest, I. (2001). Eerlijkheid en eigenbelang in coalitievorming. In N. Ellemers, E. Van Dijk & A. Wit (Red.), *Lof der Sociale Psychologie* (pp.159-165). Houten: Bohn-Stafleu Van Loghum.
  16. Van Beest, I., Wilke, H., & Van Dijk, E. (2000). Eigenbelang en billijkheid in coalitievorming: de deelbaarheid van opbrengsten. In C. Martijn, C.G. Rutte, D.A. Stapel, & E. Van Dijk (Red.), *Fundamentele Sociale Psychologie* (Vol. 14, pp. 59-68). Delft: Eburon bv.
  17. Van Beest, I., Wilke, H., & Van Dijk, E. (1999). Je krijgt niet altijd wat je wilt: Coalitievorming als een functie van mogelijkheden en inbreng. In C. G. Rutte, D. Van Knippenberg, C. Martijn, & D. Stapel (Red.), *Fundamentele Sociale Psychologie* (Vol. 13, pp. 25-37). Tilburg University Press.